



## Return Path, Part II, The Next Level



Return Path is doing great. Their Venture Capitalist wanted them to continue the greatness at a faster rate, which meant growth. After representing them with their original relocation and expansion, they once again engaged Rare Space to take them through the process. Being fully leased, the building had a possibility next door to Return Path, but it would require a restack of a portion of the building, moving that neighboring Tenant elsewhere. Plus, RP had four years until their original lease expiration, one of the goals was to reduce the costs in the short-term. The Landlord and Tenant started discussions, but because of RP and Rare Space original deal together, RP engaged RSI to help them navigate the process. Along with great timing with the relocation of the neighboring tenant, Return Path realized their next phase, another 14,000 square feet to take it to the next level.

Rare Space worked closely with the New York based CFO as well as the local Manager to finalize the improvements needed. Rare Space analyzed the proposals to guide the client to the line. Ultimately, the rent was reduced \$162,000, \$50,000 in additional tenant improvements, and a \$50,000 reduction in the security deposit resulting in an immediate and contiguous expansion option plus improved lease terms.

	<b>Rare Space negotiated terms</b>
Square Feet	47,672
Initial four year savings w/ restructure	\$162,640
Tenant Improvement Allowance	Increased by \$50,000
Security Deposit	Given up front, returned \$68,000 after six months occupancy
Real Estate Fee	Paid by Landlord
<b>TOTAL SAVINGS</b>	<b>\$280,640</b>